



# 10 Reasons Why We're the Place to Put Your DI Business

As one of the nation's largest insurance brokerage agencies, Tellus offers some of the most comprehensive sales, marketing and medical underwriting support available in the industry today.

- 1 We Specialize in Disability Insurance (DI)**  
With many years of disability insurance experience, we are able to help you recommend an optimal plan design for the most competitive premium.
- 2 We Have a Full-Time Disability Insurance Staff**  
Sales Support Associates provide illustrations, as well as product and competitive support. Licensing Associates know what is needed to get you appointed and ready to sell. New Business Associates keep you informed of the status of your cases and work to get them issued quickly.
- 3 We Offer Quality Disability Insurance Carriers**  
Carriers include Assurity, Illinois Mutual, Mutual of Omaha, Principal, The Standard and Lloyd's of London to name a few.
- 4 Our Goal Is to Place Your Hard-to-Underwrite Cases**  
With two impaired risk carriers, we have the ability to help you place your medically impaired cases – this includes cases declined by other carriers.
- 5 We Know How to Underwrite**  
Our familiarity with health underwriting gives you added experience to help match your clients' individual health issues with a suitable carrier.
- 6 We Have the Right Marketing Tools**  
Policy comparisons and training tools are a must for day-to-day producer use. Working with our carriers, we provide the tools you need to successfully sell disability insurance.
- 7 We Offer Centralized Online Services**  
Your Tellus website offers a range of marketing and sales resources including access to carrier software, tools for online illustrations and forms, and a host of materials.
- 8 We Have Access to More Than 30 Disability Wholesalers Nationwide**  
With Tellus' dedicated wholesaling support in conjunction with access to our list of carriers' wholesaling assets, advanced help and local support is just a phone call away.
- 9 We Know the Multi-Life and Guaranteed Issue Marketplace**  
Our associates are familiar and experienced in the multi-life market to help you navigate through the sales and placement process.
- 10 We Have Strong Carrier Relationships**  
Our strong and long-standing relationships with our carriers provide you with outstanding service and exceptional underwriting review.

Contact your **Jeff Ellis at 212-586-8311** or e-mail at **JEllis@Frontierbis.com** for more about why we're the place to put your DI business.



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